

Exhibit 4 to Second Amended and Supplemental Complaint

Global Media
Franchise Revenue in Excess of 100k
Weekly Change (from Jan 8 to Jan 15)

| Deal | Product | Region | Probability | Pipeline | | | | | Comments |
|--|----------------------------|----------|-------------|----------|-----|-----|-------|---------|---------------------------|
| | | | | Dec | Jan | Jan | Feb | Mar | |
| Albion Communications - acq financing for Fisher Commun (D027037) | Bonds-Corporate High Yield | Americas | 25.00 | 0 | 0 | 0 | 0 | 2,317 | 0 Pipeline added |
| AOL Time Warner - convertible offering (Q0 02) (D024044) | Equity-Convertible Bonds | Americas | 0.00 | 0 | 0 | 0 | 0 | (144) | 0 Pipeline moved |
| BC Partners - acqn of BertelsmannSpringer (Chess) / Chess " (D024783) | Acquisition Advisory | Europe | 0.00 | 0 | 0 | 0 | 0 | 0 | 5,000 Pipeline adjusted |
| BusinessWire - general advisory (D005685) | Acquisition Advisory | Americas | 25.00 | 0 | 0 | 0 | 0 | 0 | (929) Pipeline adjusted |
| CarlyleWelsh - acq fncg for West Dax West (Phase II) / Phase 2 (D025662) | Bonds-Corporate High Yield | Americas | 25.00 | 0 | 0 | 0 | 0 | 0 | (107) Pipeline adjusted |
| Echostar - acqn advisory and financing (GM - HE) (D014601) | Bonds-Corporate High Yield | Americas | 50.00 | 0 | 0 | 0 | 0 | 0 | 0 Pipeline added |
| Electronic Arts - general advisory (VUE Games) (D025637) | Acquisition Advisory | Europe | 0.00 | 0 | 0 | 0 | 0 | 0 | (4,801) Pipeline removed |
| DirectTV USA - bridge financing (Q0 02) (D020076) | Bonds-Corporate High Yield | Americas | 25.00 | 0 | 0 | 0 | 0 | (6,529) | 3,310 Pipeline moved |
| RH Donnelley - acq financing for Sprint Yellow Pages (D025434) | Senior Bank Debt | Americas | 100.00 | 0 | 0 | 0 | 0 | (271) | 0 Pipeline removed |
| RH Donnelley - acq financing for Sprint Yellow Pages (D025434) | Senior Bank Debt | Americas | 75.00 | 0 | 0 | 0 | 0 | 0 | 0 Probability changed |
| Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | Acquisition Advisory | Europe | 100.00 | 0 | 0 | 0 | 0 | 0 | 0 Probability changed |
| Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | Acquisition Advisory | Europe | 75.00 | 0 | 0 | 0 | 0 | 0 | 0 Probability changed |
| Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | Bonds-Corporate High Yield | Europe | 50.00 | 0 | 0 | 0 | 0 | 0 | 0 Pipeline added |
| Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | Senior Bank Debt | Europe | 50.00 | 0 | 0 | 0 | 3,688 | 0 | 0 Pipeline added |
| Vivendi Universal - disposal of US stakes (D025431) | Divestiture Advisory | Americas | 0.00 | 0 | 0 | 0 | 3,783 | 0 | (9,746) Pipeline adjusted |
| Young Broadcasting - general advisory (Kron Station) (D025304) | Block Trade | Americas | 25.00 | 0 | 0 | 0 | 0 | 0 | 0 Pipeline adjusted |
| Young Broadcasting - general advisory (Kron Station) (D025304) | Divestiture Advisory | Americas | 25.00 | 0 | 0 | 0 | 0 | 0 | (3,841) Pipeline adjusted |
| Young Broadcasting - general advisory (Kron Station) (D025304) | Divestiture Advisory | Americas | 50.00 | 0 | 0 | 0 | 0 | 0 | 2,837 Pipeline added |

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DB 000596

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 15-JAN-2003
EUROS IN 000'S
GLOBAL MEDIA (1)

| PRODUCT | Dec Franchise Revenue | YTD(Dec) Franchise Revenue | Prior YTD Franchise Revenue | BIW PRIOR YTD Franchise Revenue | Jan Franchise Revenue | Balance Of Current Year Thru 12/31 Pipeline | End Of Cur Year Probability Weighted Pipeline | 2003 Full Year Forecast | 2002 Full Year Plan | BIW 2002 Full Year Plan | Future Year Pipeline(2) | Future Year Pipeline Probability Weighted(2) |
|---|-----------------------|----------------------------|-----------------------------|---------------------------------|-----------------------|---|---|-------------------------|---------------------|-------------------------|-------------------------|--|
| M&A | 1,466 | 31,325 | 27,867 | 4,059 | 591 | 81,419 | 10,705 | 43,221 | 49,000 | (17,075) | - | - |
| Other Advisory | - | - | 170 | (170) | - | - | - | - | 49,000 | (17,075) | - | - |
| Total Advisory | 1,466 | 31,325 | 28,037 | 3,888 | 591 | 81,419 | 10,705 | 43,221 | - | - | - | - |
| ABL Origination | - | - | - | - | - | - | - | - | - | - | - | - |
| HYCM | 3,031 | 25,992 | 20,109 | 5,883 | 7,586 | 16,314 | 5,000 | 38,558 | 14,000 | 11,992 | - | - |
| Leverage Loan Fees | - | 17,968 | 12,115 | 5,853 | - | 70,899 | 35,353 | 53,331 | 14,000 | 3,968 | - | - |
| Project Finance | - | - | - | - | - | - | - | - | - | - | - | - |
| Leveraged Portfolio Revenue | - | - | - | - | - | - | - | - | - | - | - | - |
| Real Estate Investment Banking | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Debt Products | 3,031 | 43,960 | 32,224 | 11,735 | 7,586 | 87,013 | 40,364 | 91,889 | 28,000 | 15,960 | - | - |
| Equity Underwriting | - | - | - | - | - | - | - | - | - | - | - | - |
| Private Placement-Equity | 127 | 56,557 | 38,022 | 18,535 | - | 58,494 | 10,285 | 66,842 | - | 56,557 | 61 | 45 |
| Structured Equity Transactions Group | - | 908 | 85 | 823 | - | - | - | 908 | - | 908 | - | - |
| Total Equity | 127 | 57,465 | 38,289 | 19,198 | - | 58,494 | 10,285 | 67,750 | 49,000 | 8,466 | 61 | 45 |
| Capital Benefit / Treasury Allocation | - | - | - | - | - | - | - | - | - | - | - | - |
| Other Global Markets | - | - | 900 | (800) | - | - | - | - | - | - | - | - |
| GM DCM JV | - | 2,856 | 15,705 | (12,848) | - | - | - | 2,856 | - | 2,856 | - | - |
| Legacy PF / Telecom / LA Portfolio - NIM | - | - | 2,693 | (2,683) | - | - | - | - | - | - | - | - |
| Principal Investing / PE Exceptions / Other | (74) | 2,891 | (1,085) | 4,077 | - | - | - | 2,891 | - | 2,891 | - | - |
| Total Legacy Portfolios / Cross Selling / Other | (74) | 5,847 | 18,203 | (12,355) | - | - | - | 5,847 | 14,000 | (6,153) | - | - |
| Total Corporate Finance Product | 4,551 | 135,197 | 116,734 | 22,494 | 8,157 | 226,926 | 61,353 | 208,707 | 140,000 | (603) | 61 | 45 |

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

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DB 000597

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN '000'S
GLOBAL MEDIA

| PRODUCT | DEAL | Franchise Revenue Dec | Franchise Revenue YTD(Dec) | Franchise Revenue Jan | Other Coverage Groups |
|-----------------------|--|-----------------------------|----------------------------------|-----------------------------|------------------------|
| | Acme Communications - general advisory (D006356) | - | - | 591 | None |
| | Allbritton Communications - General Advisory (News Ch 8) (D020686) | - | 111 | - | NA Lev Fin |
| | AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) | - | 3,670 | - | EUR TELE, NA TELE |
| | Aurora Communications - general advisory (D012858) | - | 1,032 | - | None |
| | Bertelsmann - Project Rock / Rock.. (D014519) | - | 2,010 | - | None |
| | Echostar - acqn advisory and financing (GM - HE) (D014601) | - | (145) | - | NA Lev Fin |
| | Echostar - General Advisory (Vivendi) (D016541) | - | 8,686 | - | None |
| | Emmis Communications - general advisory (Project Football) / Football (D026447) | 96 | 96 | - | None |
| | Fininvest - (Focus) / Focus (ex-Slimfast) (D016069) | 250 | 500 | - | ITALY |
| | Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840) | - | 2,367 | - | EUR TECH, Rus & Turk. |
| | Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714) | (12) | 77 | - | Oth. Eur., PORTUGAL |
| | JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235) | - | 30 | - | EUR TECH, FRANCE |
| | Johnston Press - Acqn advisory for RIM / Pacific. (D014213) | - | 2,188 | - | UK |
| | Landmark Communications - general advisory(Retainer 2001-02) (D014724) | - | 203 | - | None |
| | Liberty Media - Acqn opportunities in Europe (D016262) | - | 244 | - | EUR SPON, EUR TELE |
| | Pinnacle Holdings - general advisory (2001) (D010190) | 960 | 960 | - | NA Lev Fin |
| | ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982) | - | 750 | - | EUR TECH |
| | Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401) | - | 1,524 | - | EUR TECH |
| | Spectrasite Holdings - Fairness Opinion (SBC) (D022702) | - | 533 | - | NA FIN SPO |
| | StoryFirst - valuation of Russian assets (D025060) | - | 352 | - | None |
| | SuperRadio - general advisory (D000577) | - | 297 | - | None |
| | Taylor & Francis -acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841) | 172 | 172 | - | EUR SPON, UK |
| | TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121) | - | 1,578 | - | EUR TELE, ITALY, LA |
| | TMP Worldwide - Project University / University 1 (D013407) | - | 3,408 | - | None |
| | TPI - Project Zamora (Latin American Acquisitions) / Zamora.. (D993871) | - | 110 | - | IBERIA |
| | Tribune Co - general advisory (radio assets) (D002234) | - | 1,086 | - | None |
| | TV Globo - Project Waves / Waves ... (D013628) | - | 89 | - | LA |
| Total M&A | | 1,466 | 31,925 | 591 | |
| Total Advisory | | 1,466 | 31,925 | 591 | |
| | Adelphia Communications - HY Offering (2Q 01) (D013200) | - | 68 | - | NA TELE |
| | Allbritton Communications - HY (4Q 02) (D020406) | 2,573 | 2,573 | - | NA Lev Fin |
| | AMC Entertainment - acq financing for General Cinema (D013398) | - | 462 | - | NA FIN SPO |
| | Carlyle/Welsh- acq fnoc for Qwest Dex East (Phase 1) / Phase 1 (D023503) | - | 4,766 | - | NA FIN SPO, NA Lev Fin |
| | Echostar - HY offering (Hughes Electronics) (D016727) | - | (538) | - | NA Lev Fin |
| | Entelcom Communications - HY offering (1Q 02) (D020688) | - | 1,152 | - | NA Lev Fin |
| | Galaxy Latin America - HY bond offering (1Q 01) (D002033) | - | 1,505 | - | LA |
| | Gray Television - HY offering (4Q 02) (D025884) | 45 | 431 | - | NA Lev Fin |
| | Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) | - | 5,480 | - | NA FIN SPO, NA Lev Fin |

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
GLOBAL MEDIA

| PRODUCT | DEAL | Franchise Revenue Dec | Franchise Revenue YTD(Dec) | Franchise Revenue Jan | Other Coverage Groups |
|---------|--|-----------------------------|----------------------------------|-----------------------------|------------------------------|
| | NextMedia Group - HY offering (2Q 01) (D013233) | - | (89) | - | None |
| | ProSieben - HY and debt refinancing (D022609) | - | 5,333 | - | EUR SPON |
| | Radio One - HY offering (2Q 01) (D012201) | - | (6) | - | None |
| | RH Donnelley - acq financing for Sprint Yellow Pages (D025434) | - | - | 7,566 | NA Lev Fin |
| | Salem Communications - HY offering (4Q 02) (D027241) | 106 | 106 | - | None |
| | Sinclair Broadcast Group - HY offering (4Q 02) (D026013) | 307 | 551 | - | None |
| | Sinclair Broadcasting - HY offering (1Q 02) (D021370) | - | 536 | - | None |
| | Sinclair Broadcasting - HY Offering (4Q 01) (D016235) | - | 1,206 | - | None |
| | Yell - US\$40mm financing for acqn of Moleod Publishing (D020465) | - | 1,929 | - | EUR SPON |
| | Young Broadcasting - HY Offering (4Q 01) (D014961) | - | 527 | - | None |
| | Total HYCM | 3,031 | 25,992 | 7,566 | |
| | Carlyle/Welsh - acq fncg for Qwest Dex East (Phase 1) / Phase I (D023503) | - | 2,860 | - | NA FIN SPO, NA Lev Fin |
| | Gray Television - bank/equity financing (4Q 02) (D022657) | - | 1,297 | - | NA Lev Fin |
| | Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) | - | 5,960 | - | NA FIN SPO, NA Lev Fin |
| | Johnston Press - £680mm debt financing for RIM acquisition / Jupiter - (D014834) | - | 1,980 | - | EUR SPON, UK |
| | Kerasotes Theaters - Bank Financing (3Q 02) (D021255) | - | 659 | - | None |
| | Loews Cineplex Entertainment - exit financing (1Q 02) (D016676) | - | 1,930 | - | NA FIN SPO, NA Lev Fin |
| | ProSieben - HY and debt refinancing (D022609) | - | 1,712 | - | EUR SPON, GERMANY |
| | TF1 - EUR 350mm refinancing - July 2002 (D022100) | - | 151 | - | None |
| | Vivendi Universal Entertainment - Refinancing (D025558) | - | 1,125 | - | EUR SPON, NA MEDIA |
| | Yell - US\$40mm financing for acqn of Moleod Publishing (D020465) | - | 292 | - | EUR SPON |
| | Total Leverage Loan Fees | - | 17,968 | - | |
| | Total Debt Products | 3,031 | 43,960 | 7,566 | |
| | Cumulus Media - secondary offering (2Q 02) (D022916) | - | 5,134 | - | None |
| | Digital River - block trade (4Q 01) (D016304) | - | 85 | - | None |
| | Emmis Communications - Block Trade (2Q 02) (D021959) | - | 2,206 | - | None |
| | Entercom Communications - secondary offering (1Q 02) (D020128) | - | 4,553 | - | None |
| | Gray Television - bank/equity financing (4Q 02) (D022657) | - | 5,287 | - | NA Lev Fin |
| | Ikon Office Solutions - convertible offering (2Q 02) (D020657) | - | 5,025 | - | None |
| | Internet Capital Group - IPO (D990806) | - | 296 | - | EUR TECH, NA CON |
| | JCDecaux - IPO (project Fox) / Fox (D004897) | - | (1,629) | - | None |
| | Johnston Press - rights issue for acqn of RIM (D022644) | - | 1,649 | - | UK |
| | Leap Frog Enterprises - IPO financing (D016309) | - | 688 | - | NA CON, NA FIN SPO |
| | LIN Television - IPO (D020127) | - | 10,033 | - | NA FIN SPO |
| | MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494) | 126 | (4,595) | - | CHINA, NA FIN SPO, ASIA SPON |
| | MediaNation - Sponsoring Agreement (D027084) | - | 65 | - | ASIA SPON, CHINA, NA FIN SPO |
| | Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091) | - | 3,747 | - | FRANCE |
| | Radio One - Secondary Offering (2Q 02) (D021881) | - | 917 | - | None |

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DB 000599

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
GLOBAL MEDIA

| PRODUCT | DEAL | Franchise Revenue Dec | Franchise Revenue YTD(Dec) | Franchise Revenue Jan | Other Coverage Groups |
|--|---|-----------------------------|----------------------------------|-----------------------------|-----------------------|
| | Vivendi Universal - mandatory convertible bond (D026623) | 1 | 22,335 | - | FRANCE |
| | XM Satellite Radio - secondary offering (2Q 02) (D022418) | - | 761 | - | NA FIN SPO |
| Total Equity Underwriting | | 127 | 56,567 | - | |
| | iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590) | - | (0) | - | None |
| | iBeam mtrn (M1574) | - | (1) | - | None |
| | iBiquity Digital - Private Placement (Q2 02) (D013707) | - | 749 | - | NA P PLMT |
| | SONICblue - equity private placement (2Q 02) (D021165) | - | 160 | - | NA P PLMT |
| Total Private Placement-Equity | | - | 908 | - | |
| Total Equity | | 127 | 57,465 | - | |
| | AOL Time Warner inc. - IG Bond. (M3404) | - | 141 | - | None |
| | Pitney Bowes - IG offering (3Q 02) (D026114) | - | 845 | - | None |
| | Scholastic Corp - IG offering (1Q 02) (D020146) | - | 133 | - | None |
| | Viacom - IG offering (3Q 02) (D025676) | - | 657 | - | None |
| | Walt Disney - \$450mm - IG Bond (D024828) | - | 86 | - | None |
| | Walt Disney - IG Bond (M3182) | - | 995 | - | None |
| Total GM DCM JV | | - | 2,866 | - | |
| | AOL Time Warner - Strategic Lending Contract (M4545) | (17) | (105) | - | None |
| | Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640) | - | 4,191 | - | None |
| | Comcast Cable - Strategic Lending Contract (M2222) | - | (355) | - | None |
| | Infinity Broadcasting - Strategic Lending Contract (M2221) | (56) | (739) | - | None |
| | Unallocated Event (***) | (0) | (1) | - | None |
| Total Principal Investing / PE Exceptions / Other | | (74) | 2,991 | - | |
| Total Legacy Portfolios / Cross Selling / Other | | (74) | 5,847 | - | |
| Total Corporate Finance Product | | 4,551 | 139,197 | 8,157 | |

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DB 000600

FRANCHISE - PIPELINE BY DEAL
AS OF: 15-JUN-2003
EUROS IN 000'S
GLOBAL MEDIA

| PRODUCT | DEAL | PROBABILITY | Franchise Value | | | | | Balance Of Year 2003 | Future Years | Franchise Revenue Total | Probability Weighted Pipeline |
|---------------------------|--|-------------|-----------------|-------|--------|-------|--------|-------------------------|--------------|-------------------------------|-------------------------------------|
| | | | Jan | Feb | Mar | Apr | | | | | |
| Total M&A | Acme Communications - general advisory (D006356) | 75 | - | - | - | 355 | - | - | (355) | 355 | 266 |
| | Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 100 | 1,135 | - | - | - | - | - | (1,135) | 1,135 | 1,135 |
| | BC Partners - acqn of Bertelsmann/Springer (Chess) / Chess - (D024783) | 0 | - | - | - | 5,000 | - | - | (5,000) | 5,000 | - |
| | Boosey & Hawkes - divestiture advisory/defense & refinancing / Bronze (D015359) | 25 | - | 2,000 | - | - | - | - | (2,000) | 2,000 | 500 |
| | BusinessWire - general advisory (D005695) | 25 | - | - | - | - | 4,256 | - | - | 4,256 | 1,064 |
| | Deutsche Telekom - Sale options for 16% stake in SES (D011449) | 0 | - | - | - | - | 6,000 | - | - | 6,000 | - |
| | Digitalurk - sell-side advisory (D025150) | 25 | - | - | 3,000 | - | - | - | (3,000) | 3,000 | 750 |
| | Digitalurk - sell-side advisory (D025150) | 100 | - | - | 100 | - | - | - | (100) | 100 | 100 |
| | Ermmis Communications - acq of Fisher Communications (D027038) | 25 | - | - | - | - | 3,310 | - | - | 3,310 | 828 |
| | Ermmis Communications - general advisory (Project Football) / Football (D026447) | 0 | - | - | - | - | 11,490 | - | - | 11,490 | - |
| | Fininvest - (Focus) / Focus (ex-Simlaest) (D016069) | 75 | - | 250 | - | - | - | - | (250) | 250 | 189 |
| | JCDecaux - acquisition advisory - Project Daedalus (D022235) | 25 | - | - | - | - | 4,500 | - | - | 4,500 | 1,125 |
| | Pearson plc - strategic advisory re Interactive Data Corp (D025865) | 0 | - | - | - | - | 4,728 | - | - | 4,728 | - |
| | ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912) | 25 | - | - | 5,000 | - | - | - | (5,000) | 5,000 | 1,250 |
| | Reuters - strategic advisory re 53% stake in Tibco (D026052) | 0 | - | - | - | - | 4,000 | - | - | 4,000 | - |
| Total HYCM | Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872) | 25 | - | - | - | - | 4,000 | - | - | 4,000 | 1,000 |
| | Vivendi Universal - disposal of US stakes (D025431) | 0 | - | - | - | - | 9,457 | - | - | 9,457 | - |
| | Vivendi - Canal Plus French assets M&A/ECM (ex. Technologies) / Ceniabli (D025296) | 25 | - | - | 10,000 | - | - | - | (10,000) | 10,000 | 2,500 |
| | Young Broadcasting - general advisory (Kion Station) (D025304) | 0 | - | - | - | - | 2,837 | - | - | 2,837 | - |
| | | | 1,135 | 2,250 | 18,100 | 5,355 | 54,579 | (28,840) | | 81,419 | 10,705 |
| | | | 1,135 | 2,250 | 18,100 | 5,355 | 54,579 | (28,840) | | 81,419 | 10,705 |
| | Albritton Communications - acq financing for Fisher Commun (D027037) | 25 | - | - | 2,317 | - | - | - | (2,317) | 2,317 | 579 |
| | Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 50 | - | 3,688 | - | - | - | - | (3,688) | 3,688 | 1,844 |
| | Carlyle/Welsh - acq frng for Qwest Dex West(Phase II) / Phase 2 (D025662) | 25 | - | - | - | - | 6,998 | - | - | 6,998 | 1,750 |
| | DirectTV USA - bridge financing (4Q 02) (D022075) | 25 | - | - | - | 3,310 | - | - | (3,310) | 3,310 | 828 |
| | | | - | 3,688 | 2,317 | 3,310 | 3,998 | (9,315) | | 16,314 | 5,000 |
| | Bain Capital/TH Lee etc. - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 50 | - | 3,783 | - | - | - | - | (3,783) | 3,783 | 1,891 |
| | Carlyle/Welsh - acq frng for Qwest Dex West(Phase II) / Phase 2 (D025662) | 25 | - | - | 5,674 | - | - | - | (5,674) | 5,674 | 1,419 |
| | Comcast - acq frng for AT&T Broadband (participant bank) (D020813) | 50 | - | - | 1,702 | - | - | - | (1,702) | 1,702 | 851 |
| Total Leverage Loan Fees | DirectTV USA - bridge financing (4Q 02) (D020076) | 50 | - | - | 17,779 | - | - | - | (17,779) | 17,779 | 8,890 |
| | Echostar - acq advisory and financing (GM - HE) (D014601) | 50 | 32,722 | - | - | - | - | - | (32,722) | 32,722 | 16,361 |
| | RH Donnelley - acq financing for Sprint Yellow Pages (D025434) | 100 | 5,201 | - | - | - | - | - | (5,201) | 5,201 | 5,201 |
| | Sinclair Broadcasting - bank financing (3Q 02) (D021692) | 0 | - | - | 2,837 | - | - | - | (2,837) | 2,837 | - |
| | Vivendi Universal Entertainment - Refinancing (D025595) | 75 | - | - | 1,000 | - | - | - | (1,000) | 1,000 | 750 |
| | | | 37,923 | 3,783 | 28,993 | - | - | (70,693) | | 70,693 | 35,363 |
| | | | 37,923 | 3,783 | 28,993 | - | - | (70,693) | | 70,693 | 35,363 |
| | | | 37,923 | 7,471 | 31,310 | 3,310 | 5,998 | (80,015) | | 87,013 | 40,364 |
| | AOI Time Warner - convertible offering (3Q 02) (D024044) | 0 | - | - | - | - | - | - | (9,457) | 9,457 | - |
| | Axiel Springer/Krich - Secondary Offering - Project Annabelle / Annabel (D022480) | 0 | - | - | 9,457 | - | 15,000 | - | - | 15,000 | - |
| | Belys - GBP 200 million convertible bond (D020246) | 75 | - | - | 2,500 | - | - | - | (2,500) | 2,500 | 1,875 |
| | Citadel Broadcasting - IPO (D023066) | 0 | - | - | 2,837 | - | - | - | (2,837) | 2,837 | - |
| | Mediastation - Sponsoring Agreement (D027084) | 75 | - | - | - | - | 61 | - | - | 61 | 91 |
| | Salem Communications - secondary offering (3Q 02) (D024428) | 0 | - | - | 1,182 | - | 8,000 | - | - | 1,182 | 6,000 |
| | SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535) | 75 | - | - | - | - | 10,000 | - | - | 10,000 | - |
| Total Equity Underwriting | Texas Pacific Group - IPO (Hunter) / Hunter - (D022792) | 0 | - | - | - | - | - | - | (9,457) | 9,457 | 2,364 |
| | Vivendi Universal - disposal of US stakes (D025431) | 25 | 9,457 | - | - | - | - | - | - | 9,457 | - |
| | | | 9,457 | - | 15,976 | - | 33,061 | (25,373) | | 58,555 | 10,330 |
| | | | 9,457 | - | 15,976 | - | 33,061 | (25,373) | | 58,555 | 10,330 |
| | | | 9,457 | - | 15,976 | - | 33,061 | (25,373) | | 58,555 | 10,330 |
| | | | 48,515 | 9,721 | 65,387 | 8,665 | 34,838 | (132,227) | | 226,986 | 61,399 |
| | | | 48,515 | 9,721 | 65,387 | 8,665 | 34,838 | (132,227) | | 226,986 | 61,399 |
| | | | 48,515 | 9,721 | 65,387 | 8,665 | 34,838 | (132,227) | | 226,986 | 61,399 |
| | | | 48,515 | 9,721 | 65,387 | 8,665 | 34,838 | (132,227) | | 226,986 | 61,399 |
| | | | 48,515 | 9,721 | 65,387 | 8,665 | 34,838 | (132,227) | | 226,986 | 61,399 |
| | | | 48,515 | 9,721 | 65,387 | 8,665 | 34,838 | (132,227) | | 226,986 | 61,399 |
| | | | 48,515 | 9,721 | 65,387 | 8,665 | 34,838 | (132,227) | | 226,986 | 61,399 |
| | | | 48,515 | 9,721 | 65,387 | 8,665 | 34,838 | (132,227) | | 226,986 | 61,399 |
| | | | 48,515 | 9,721 | 65,387 | 8,665 | 34,838 | (132,227) | | 226,986 | 61,399 |
| | | | 48,515 | 9,721 | 65,387 | 8,665 | 34,838 | (132,227) | | 226,986 | 61,399 |

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2003-01-15 (Wed)
EUROS IN 000'S
Global Media

| BANKER | DEAL | PRODUCT | PROB | DEC FRANCHISE VALUE | YTD DEC FRANCHISE VALUE | JAN FRANCHISE VALUE | 2003 FRANCHISE PIPELINE | FRANCHISE FUTURE PIPELINE |
|------------------|---|------------------------------|------|---------------------------|-------------------------------|---------------------------|-------------------------------|---------------------------------|
| Am Ing, Jeffrey | Aurora Communications - general advisory (D012858) | Divestiture Advisory | N/A | - | 1,032 | - | - | - |
| | Citadel Broadcasting - IPO (D023086) | Equity-IPO | 0% | - | - | - | 2,837 | - |
| | Cumulus Media - secondary offering (2Q 02) (D022916) | Equity-Secondary | N/A | - | 5,134 | - | - | - |
| | DirectTV USA - bridge financing (4Q 02) (D020076) | Bonds-Corporate High Yield | 25% | - | - | - | 3,910 | - |
| | DirectTV USA - bridge financing (4Q 02) (D020076) | Senior Bank Debt | 50% | - | - | - | 17,779 | - |
| | Echostar - General Advisory (Vivendi) (D016541) | Other M&A Advisory | N/A | - | 8,688 | - | - | - |
| | Echostar - HY offering (Hughes Electronics) (D016727) | Bonds-Corporate High Yield | N/A | - | (538) | - | - | - |
| | Echostar - acqn advisory and financing (GM - HE) (D014801) | Acquisition Advisory | N/A | - | (145) | - | - | - |
| | Echostar - acqn advisory and financing (GM - HE) (D014601) | Bridge Loans | 50% | - | 2,206 | - | 32,722 | - |
| | Emmis Communications - Block Trade (2Q 02) (D021959) | Block Trade | N/A | - | - | - | - | - |
| | Emmis Communications - acq of Fisher Communications (D027038) | Acquisition Advisory | 25% | - | - | - | 3,310 | - |
| | Emmis Communications - general advisory (Project Football) / Football (D026447) | Acquisition Advisory | 0% | - | - | - | 11,490 | - |
| | Emmis Communications - general advisory (Project Football) / Football (D026447) | Acquisition Advisory | N/A | 96 | 96 | - | - | - |
| | Entertainment Communications - HY offering (1Q 02) (D020128) | Bonds-Corporate High Yield | N/A | - | 1,152 | - | - | - |
| | Entertainment Communications - secondary offering (1Q 02) (D020128) | Equity-Secondary | N/A | - | 4,553 | - | - | - |
| | Hughes/PanAmSat - Project Pelican/interim financing 1002 / Pelican 1 (D015959) | Bonds-Corporate High Yield | N/A | - | 5,480 | - | - | - |
| | Hughes/PanAmSat - Project Pelican/interim financing 1002 / Pelican 1 (D015959) | Bonds-Corporate High Yield | N/A | - | 5,960 | - | - | - |
| | MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494) | Equity-IPO | N/A | 126 | (4,595) | - | - | - |
| | MediaNation - Sponsoring Agreement (D027084) | Equity-IPO | 75% | - | - | - | 61 | 61 |
| | MediaNation - Sponsoring Agreement (D027084) | Equity-IPO | N/A | - | 65 | - | - | - |
| | Radio One - HY offering (2Q 01) (D012201) | Bonds-Corporate High Yield | N/A | - | (6) | - | - | - |
| | Radio One - Secondary Offering (2Q 02) (D021881) | Equity-Secondary | N/A | - | 917 | - | - | - |
| | Sinclair Broadcast Group - HY offering (4Q 02) (D026013) | Bonds-Corporate High Yield | N/A | 307 | 551 | - | - | - |
| | Sinclair Broadcasting - HY offering (4Q 01) (D016235) | Bonds-Corporate High Yield | N/A | - | 1,208 | - | 2,837 | - |
| | Sinclair Broadcasting - bank financing (3Q 02) (D021892) | Senior Bank Debt | 0% | - | - | - | - | - |
| | SuperRadio - general advisory (D000577) | Divestiture Advisory | N/A | - | 297 | - | - | - |
| | Viacom - IG offering (3Q 02) (D025876) | Bonds-Corp. Investment Grade | N/A | - | 657 | - | 1,000 | - |
| | Vivendi Universal Entertainment - Refinancing (D025558) | Bridge Loans | 75% | - | 1,125 | - | - | - |
| | Vivendi Universal Entertainment - Refinancing (D025558) | Bridge Loans | N/A | - | 749 | - | - | - |
| | Bluelity Digital - Private Placement (Q2 02) (D013707) | Private Placement-Equity | N/A | - | - | - | - | - |
| Austin, Geoffrey | BC Partners - acqn of BertelsmannSpringer (Chees) / Chess ** (D024783) | Acquisition Advisory | 0% | - | - | - | 5,000 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | Acquisition Advisory | 100% | - | - | - | 1,135 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | Bonds-Corporate High Yield | 50% | - | - | - | 3,688 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | Senior Bank Debt | 50% | - | - | - | 3,783 | - |
| | Gazprom - sale of Gazprom Media to Spolink Group (Astra) / Astra * (D013840) | Valuation | N/A | - | 2,367 | - | - | - |
| | Johnson Press - acqn advisory for RIM / Pacific (D014213) | Acquisition Advisory | N/A | - | 2,188 | - | - | - |
| | Johnson Press - rights issue for acqn of RIM (D022644) | Equity-Rights | N/A | - | 1,649 | - | - | - |
| | Johnson Press - \$680mm debt financing for RIM acquisition / Jupiter.- (D014834) | Senior Bank Debt | N/A | - | 1,960 | - | - | - |
| | Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872) | Acquisition Advisory | 25% | - | - | - | 4,000 | - |
| | Taylor & Francis - pot acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841) | Acquisition Advisory | N/A | 172 | 172 | - | - | - |
| | Vivendi Universal - disposal of US stakes (D025431) | Block Trade | 25% | - | - | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | Divestiture Advisory | 0% | - | - | - | 9,457 | - |
| | Vivendi - Canal Plus French assets M&A/ECM (ex.T. technologies) / Cantabill (D025296) | Divestiture Advisory | 25% | - | - | - | 10,000 | - |
| | Yell - US\$40mm financing for acqn of Moleod Publishing (D020465) | Bonds-Corporate High Yield | N/A | - | 1,929 | - | - | - |
| | Yell - US\$40mm financing for acqn of Moleod Publishing (D020465) | Senior Bank Debt | N/A | - | 292 | - | - | - |
| Ca'ay, Charles | Aurora Communications - general advisory (D012858) | Divestiture Advisory | N/A | - | 1,032 | - | - | - |
| | Carlyle/Vealsh - acq frqg for Quest Dex West(Phase II) / Phase 2 (D025662) | Bonds-Corporate High Yield | 25% | - | - | - | 6,988 | - |
| | Carlyle/Vealsh - acq frqg for Quest Dex West(Phase II) / Phase 2 (D025662) | Senior Bank Debt | 25% | - | - | - | 5,874 | - |
| | Carlyle/Vealsh - acq frqg for Quest Dex East(Phase I) / Phase 1 (D023503) | Bonds-Corporate High Yield | N/A | - | 4,768 | - | - | - |
| | Carlyle/Vealsh - acq frqg for Quest Dex East(Phase I) / Phase 1 (D023503) | Senior Bank Debt | N/A | - | 2,860 | - | - | - |
| | Citadel Broadcasting - IPO (D023086) | Equity-IPO | 0% | - | - | - | 2,637 | - |
| | Cumulus Media - secondary offering (2Q 02) (D022916) | Equity-Secondary | N/A | - | 5,134 | - | - | - |
| | Emmis Communications - general advisory (Project Football) / Football (D026447) | Acquisition Advisory | 0% | - | - | - | 11,490 | - |
| | Emmis Communications - general advisory (Project Football) / Football (D026447) | Acquisition Advisory | N/A | 96 | 96 | - | - | - |
| | Entertainment Communications - HY offering (1Q 02) (D020128) | Bonds-Corporate High Yield | N/A | - | 1,152 | - | - | - |

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2003-01-15 (Wed)
EUROS IN 000'S
Global Media.

| BANKER | DEAL | PROB | DEC FRANCHISE VALUE | YTD DEC FRANCHISE VALUE | JAN FRANCHISE VALUE | 2003 FRANCHISE PIPELINE | FRANCHISE FUTURE PIPELINE |
|--------------------|---|------|---------------------------|-------------------------------|---------------------------|-------------------------------|---------------------------------|
| Graves, Daniel B. | MediaNation - Sponsoring Agreement (D027084) | 75% | - | - | - | 81 | 81 |
| | MediaNation - Sponsoring Agreement (D027084) | N/A | - | 65 | - | - | - |
| | NextMedia Group - HY offering (2Q 01) (D013233) | N/A | - | (89) | - | - | - |
| | RH Donnelley - acq financing for Sprint Yellow Pages (D025434) | 100% | - | - | 7,566 | 5,201 | - |
| | Radio One - Secondary Offering (2Q 02) (D021881) | N/A | - | 917 | - | - | - |
| | Sinclair Broadcasting - HY offering (4Q 01) (D016235) | N/A | - | 1,206 | - | - | - |
| | Sinclair Broadcasting - HY offering (1Q 02) (D021370) | N/A | - | 536 | - | - | - |
| | SuperRadio - general advisory (D000577) | 0% | - | 297 | - | 2,837 | - |
| | Viacom - IG offering (3Q 02) (D025576) | N/A | - | 657 | - | - | - |
| | Adelphia Communications - HY offering (2Q 01) (D013200) | N/A | - | 68 | - | - | - |
| | Albion Communications - General Advisory (News Ch 8) (D020686) | N/A | - | 111 | - | - | - |
| | Albion Communications - HY (4Q 02) (D024406) | N/A | 2,573 | 2,573 | - | - | - |
| | Gaylord Entertainment - Project Workshop / Workshop (D013127) | 25% | - | - | - | 2,317 | - |
| | Gray Television - HY offering (4Q 02) (D025884) | N/A | 45 | 1,621 | - | - | - |
| | Gray Television - bank/equity financing (4Q 02) (D022657) | N/A | - | 431 | - | - | - |
| | Landmark Communications - general advisory (Retailer 2001-02) (D014724) | N/A | - | 1,287 | - | - | - |
| | Salem Communications - HY offering (4Q 02) (D027241) | N/A | 106 | 106 | - | - | - |
| | Salem Communications - secondary offering (3Q 02) (D024428) | 0% | - | - | - | 1,182 | - |
| | Tribune Co - general advisory (radio assets) (D002334) | N/A | - | 1,088 | - | - | - |
| | XM Satellite Radio - secondary offering (2Q 02) (D022418) | N/A | - | 761 | - | - | - |
| Lovagrove, Stephen | Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480) | 0% | - | - | - | 15,000 | - |
| | BC Partners - acq of BertelsmannSpringer (Chess) / Chess ** (D024783) | 0% | - | - | - | 5,000 | - |
| | BSkyB - GBP 200 million convertible bond (D020296) | 75% | - | - | - | 2,500 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 100% | - | - | - | 1,135 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 50% | - | - | - | 3,688 | - |
| | Bertelsmann - Project Rock / Rock... (D014619) | 50% | - | - | - | 3,783 | - |
| | Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023840) | N/A | - | 2,010 | - | - | - |
| | Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D016359) | N/A | - | 4,191 | - | - | - |
| | Deutsche Telekom - Sale options for 16% stake in SES (D011449) | 25% | - | - | - | 2,000 | - |
| | Digiturk - sell-side advisory (D025150) | 100% | - | - | - | 6,000 | - |
| | Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cub (D015714) | 25% | - | - | - | 100 | - |
| | JCDecaux - IPO (Project Fox) / Fox (D004897) | N/A | (12) | 77 | - | 3,000 | - |
| | JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235) | N/A | - | (1,828) | - | - | - |
| | JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235) | 25% | - | 30 | - | 4,500 | - |
| | Pearson plc - strategic divestiture advisory - Project Phoenix / Phoenix (D023912) | 0% | - | - | - | 4,729 | - |
| | ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912) | 25% | - | - | - | 5,000 | - |
| | Reuters - strategic advisory re 53% stake in Tibco (D026052) | 0% | - | - | - | 4,000 | - |
| | SES Global - e700-1bn IPO - Project Gerard / Gerard (D013535) | 75% | - | - | - | 8,000 | - |
| | TF1 - EUR 350mn refinancing - July 2002 (D022100) | N/A | - | 151 | - | - | - |
| | TPI - Project Zamora (Latin American Acquisitions) / Zamora... (D093871) | N/A | - | 110 | - | - | - |
| Lovell, Nicholas | Taylor & Francis - pot acq of Blackwell STM publishing subs (D012872) | 25% | - | - | - | 4,000 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 0% | - | - | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 25% | - | - | - | 9,457 | - |
| | Vivendi - Canal Plus French assets M&A/EOM (ex Technologies) / Cantabill (D025296) | 25% | - | - | - | 10,000 | - |
| | Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cub (D015714) | N/A | (12) | 77 | - | - | - |
| | Pearson plc - strategic advisory re Interactive Data Corp (D025865) | 0% | - | 3,747 | - | 4,729 | - |
| | Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091) | 25% | - | - | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 25% | - | - | - | 9,457 | - |

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2003-01-15 (Wed)
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Global Media.

| BANKER | DEAL | PROB | DEC FRANCHISE VALUE | YTD DEC FRANCHISE VALUE | JAN FRANCHISE VALUE | 2003 FRANCHISE PIPELINE | FRANCHISE FUTURE PIPELINE |
|----------------------|--|------|---------------------------|-------------------------------|---------------------------|-------------------------------|---------------------------------|
| Machine, Bruce | Bertelsmann - Project Rock / Rock.. (D014619) | N/A | - | - | - | - | - |
| | Digiturk - sell-side advisory (D025150) | 100% | 2,010 | - | - | 100 | - |
| | Digiturk - sell-side advisory (D025150) | 25% | - | - | - | 3,000 | - |
| | Fininvest - (Focus) / Focus (ex-Slimfast) (D016069) | 75% | - | - | - | 250 | - |
| | Fininvest - (Focus) / Focus (ex-Slimfast) (D016069) | N/A | 250 | 500 | - | - | - |
| | Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840) | N/A | - | 2,367 | - | - | - |
| | ProSieben - HY and debt refinancing (D022609) | N/A | - | 5,333 | - | - | - |
| | ProSieben - HY and debt refinancing (D022609) | N/A | - | 1,712 | - | - | - |
| | ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982) | N/A | - | 750 | - | - | - |
| | ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912) | 25% | - | - | - | 5,000 | - |
| | StoryFirst - valuation of Russian assets (D025060) | N/A | - | 352 | - | - | - |
| | Texas Pacific Group - IPO (Hunter) / Hunter * (D022792) | 0% | - | - | - | 10,000 | - |
| | AOL Time Warner - convertible offering (3Q 02) (D024044) | 0% | - | - | - | 9,457 | - |
| | Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) | N/A | - | 5,480 | - | - | - |
| Morris, J.L. Malcolm | Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) | N/A | - | 5,960 | - | - | - |
| | Pinnacle Holdings - general advisory (2001) (D010190) | N/A | 960 | 960 | - | - | - |
| | Spectrasite Holdings - Fairness Opinion (SBC) (D022702) | N/A | - | 533 | - | - | - |
| | TIM Brazil - Project Ellei/Phase 1 (strategic alliance) / Ellei - 1, (D014121) | N/A | - | 1,578 | - | - | - |
| | TV Globo - Project Waves / Waves... (D013528) | N/A | - | 89 | - | - | - |
| | AMC Entertainment - acq financing for General Cinema (D013398) | N/A | - | 462 | - | - | - |
| | Acme Communications - general advisory (D008356) | 75% | - | - | - | 355 | - |
| | Acme Communications - general advisory (D008356) | N/A | - | - | 591 | - | - |
| | Galaxy Latin America - HY bond offering (1Q 01) (D002033) | N/A | - | 1,505 | - | - | - |
| | Kerasotes Theaters - Bank Financing (3Q 02) (D021255) | N/A | - | 859 | - | - | - |
| | LIN Television - IPO (D020127) | N/A | - | 10,033 | - | - | - |
| | Loews Cineplex Entertainment - exit financing (1Q 02) (D016576) | N/A | - | 1,830 | - | - | - |
| | Young Broadcasting - HY Offering (4Q 01) (D014961) | N/A | - | 527 | - | - | - |
| | Young Broadcasting - general advisory (Kron Station) (D025304) | 0% | - | - | - | 2,837 | - |
| Silver, Ellen L. | Kerasotes Theaters - Bank Financing (3Q 02) (D021255) | N/A | - | 859 | - | - | - |
| | Loews Cineplex Entertainment - exit financing (1Q 02) (D016576) | N/A | - | 1,930 | - | - | - |
| | Young Broadcasting - HY Offering (4Q 01) (D014961) | N/A | - | 527 | - | - | - |
| | Bertelsmann - Project Rock / Rock.. (D014619) | N/A | - | 2,010 | - | - | - |
| | Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023840) | N/A | - | 4,191 | - | - | - |
| | Deutsche Telekom - Sale options for 18% stake in SES (D011449) | 0% | - | - | - | 6,000 | - |
| | Fininvest - (Focus) / Focus (ex-Slimfast) (D016069) | 75% | 250 | - | - | 230 | - |
| | Fininvest - (Focus) / Focus (ex-Slimfast) (D016069) | N/A | - | 500 | - | - | - |
| | Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872) | 25% | - | - | - | 4,000 | - |
| | Vivendi Universal - mandatory convertible bond (D025623) | N/A | 1 | 22,335 | - | - | - |
| | Vivendi Universal Entertainment - Refinancing (D025558) | 75% | - | - | - | 1,000 | - |
| | Vivendi Universal Entertainment - Refinancing (D025558) | N/A | - | 1,125 | - | - | - |
| | AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) | N/A | - | 3,670 | - | - | - |
| | BusinessWire - general advisory (D005685) | 25% | - | - | - | 4,256 | - |
| Triffo, Dyan | Comcast - acq fncg for AT&T Broadband (participant bank) (D020813) | N/A | - | - | - | 1,702 | - |
| | Digital River - block trade (4Q 01) (D016304) | 50% | - | 85 | - | - | - |
| | Liberty Media - Acqn opportunities in Europe (D016282) | N/A | - | 3,408 | - | - | - |
| | TMP Worldwide - Project University / University 1 (D013407) | N/A | - | - | - | - | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 25% | - | - | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 0% | - | - | - | 9,457 | - |
| | Walt Disney - \$450mm - IG Bond (D024828) | N/A | - | 88 | - | - | - |
| | AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) | N/A | - | 3,670 | - | - | - |
| | Comcast - acq fncg for AT&T Broadband (participant bank) (D020813) | 50% | - | - | - | 1,702 | - |
| | Icon Office Solutions - convertible offering (2Q 02) (D020557) | N/A | - | 5,025 | - | - | - |
| | Piney Bowes - IG offering (3Q 02) (D025114) | N/A | - | 845 | - | - | - |
| | SONICblue - equity private placement (2Q 02) (D021165) | N/A | - | 180 | - | - | - |
| | AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) | N/A | - | 3,670 | - | - | - |
| | Comcast - acq fncg for AT&T Broadband (participant bank) (D020813) | 50% | - | - | - | 1,702 | - |
| | Icon Office Solutions - convertible offering (2Q 02) (D020557) | N/A | - | 5,025 | - | - | - |
| | Piney Bowes - IG offering (3Q 02) (D025114) | N/A | - | 845 | - | - | - |
| | SONICblue - equity private placement (2Q 02) (D021165) | N/A | - | 180 | - | - | - |
| Yung, Sun J. | AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) | N/A | - | 3,670 | - | - | - |
| | Comcast - acq fncg for AT&T Broadband (participant bank) (D020813) | 50% | - | - | - | 1,702 | - |
| | Icon Office Solutions - convertible offering (2Q 02) (D020557) | N/A | - | 5,025 | - | - | - |
| | Piney Bowes - IG offering (3Q 02) (D025114) | N/A | - | 845 | - | - | - |
| | SONICblue - equity private placement (2Q 02) (D021165) | N/A | - | 180 | - | - | - |
| | AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) | N/A | - | 3,670 | - | - | - |
| | Comcast - acq fncg for AT&T Broadband (participant bank) (D020813) | 50% | - | - | - | 1,702 | - |
| | Icon Office Solutions - convertible offering (2Q 02) (D020557) | N/A | - | 5,025 | - | - | - |
| | Piney Bowes - IG offering (3Q 02) (D025114) | N/A | - | 845 | - | - | - |
| | SONICblue - equity private placement (2Q 02) (D021165) | N/A | - | 180 | - | - | - |
| | AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) | N/A | - | 3,670 | - | - | - |
| | Comcast - acq fncg for AT&T Broadband (participant bank) (D020813) | 50% | - | - | - | 1,702 | - |
| | Icon Office Solutions - convertible offering (2Q 02) (D020557) | N/A | - | 5,025 | - | - | - |
| | Piney Bowes - IG offering (3Q 02) (D025114) | N/A | - | 845 | - | - | - |
| | SONICblue - equity private placement (2Q 02) (D021165) | N/A | - | 180 | - | - | - |

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2003-01-15 (Wed)
EUROS IN 000'S
Global Media

| | | | | | | | | |
|--------|---|---------------------------------|-------------|--------------------------------|--|--------------------------------|------------------------------------|--------------------------------------|
| BARKER | DEAL Scientific Atlanta -acquisition of Barconet-Project Baseball / Baseball (D013401) | PRODUCT Acquisition Advisory | PROB N/A | DEC FRANCHISE VALUE - | YTD DEC FRANCHISE VALUE 1,524 | JAN FRANCHISE VALUE - | 2003 FRANCHISE PIPELINE - | FRANCHISE FUTURE PIPELINE - |
|--------|---|---------------------------------|-------------|--------------------------------|--|--------------------------------|------------------------------------|--------------------------------------|

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 15-JAN-2003
EUROS IN 000'S
NA MEDIA (1)

| PRODUCT | Dec Franchise Revenue | YTD(Dec) Franchise Revenue | Prior YTD Franchise Revenue | B(W) PRIOR YTD Franchise Revenue | % Change Year over Year | Jan Franchise Revenue | Balance Of Current Year Thru 12/31 Pipeline | Bal Of Cur Year Probability Weighted Pipeline | 2003 Full Year Forecast | 2002 Full Year Actual | B(W) 2002 Full Year Actual | % Change 2003 Forecast over 2002 Full Year Actual | 2002 Full Year Plan | B(W) 2002 Full Year Plan |
|---|-----------------------|----------------------------|-----------------------------|----------------------------------|-------------------------|-----------------------|---|---|-------------------------|-----------------------|----------------------------|---|---------------------|--------------------------|
| MLA | 1,056 | 23,370 | 14,212 | 9,159 | 94% | 591 | 31,705 | 2,157 | 2,748 | 23,370 | (20,622) | -89% | 25,650 | (2,280) |
| Other Advisory | 1,056 | 23,370 | 14,212 | (170) | -100% | 591 | 31,705 | 2,157 | 2,748 | 23,370 | (20,622) | -89% | 25,650 | (2,280) |
| Total Advisory | | | | 3,989 | 63% | | | | | | | | | |
| ABL Origination | | | | | N/A | | | | | | | | | |
| HYCM | 3,031 | 18,730 | 17,618 | 1,113 | 0% | 7,566 | 12,625 | 3,166 | 10,722 | 18,730 | (8,008) | -49% | 7,330 | 11,400 |
| Leverage Loan Fees | | | 885 | 12,947 | 1464% | | 66,916 | 33,472 | 33,472 | 13,832 | 19,640 | 142% | 7,330 | 6,502 |
| Project Finance | | | | | N/A | | | | | | | | | |
| Leveraged Portfolio Revenue | | | | | N/A | | | | | | | | | |
| Real Estate Investment Banking | | | | | N/A | | | | | | | | | |
| Total Debt Products | 3,031 | 32,562 | 18,502 | 14,060 | 76% | 7,566 | 79,542 | 36,628 | 44,194 | 32,562 | 11,532 | 35% | 14,660 | 17,902 |
| Equity Underwriting | 126 | 30,454 | 19,845 | 10,609 | 53% | | 22,994 | 2,410 | 2,410 | 30,454 | (28,045) | -92% | | 30,454 |
| Private Placement/Equity | | 908 | 85 | 823 | 989% | | | | | 908 | (908) | -100% | | 908 |
| Structured Equity Transactions Group | | | | | N/A | | | | | | | | | |
| Total Equity | 126 | 31,362 | 19,930 | 11,432 | 57% | | 22,994 | 2,410 | 2,410 | 31,362 | (28,952) | -92% | 26,560 | 6,712 |
| Capital Bank / Treasury Allocation | | | | | N/A | | | | | | | | | |
| Other Global Markets | | | | | N/A | | | | | | | | | |
| GM DCM JV | | | 7,194 | (4,338) | -60% | | | | | | | | | |
| Legacy PF / Telecom / LA Portfolio - NIM | | | 2,883 | (2,883) | -100% | | | | | 2,856 | (2,856) | -100% | | 2,856 |
| Principal Investing / PE Exceptions / Other | (73) | (1,189) | (1,935) | (113) | 10% | | | | | (1,189) | 1,189 | -100% | | (1,189) |
| Total Legacy Portfolios / Cross Selling / Other | (73) | (1,557) | 8,792 | (7,135) | -81% | | | | | (1,557) | (1,557) | -100% | 7,330 | (6,673) |
| Total Corporate Finance Product | 4,740 | 88,952 | 57,606 | 27,346 | 44% | 8,167 | 134,211 | 41,195 | 49,352 | 88,952 | (39,600) | -45% | 73,290 | 15,662 |

Notes:
1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
2) 2003 Plan not yet available

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DB 000606

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
NA MEDIA

| PRODUCT | DEAL | Franchise Revenue Dec | Franchise Revenue YTD(Dec) | Franchise Revenue Jan | Other Coverage Groups |
|---------|--|-----------------------------|----------------------------------|-----------------------------|------------------------|
| | Acme Communications - general advisory (D006356) | - | - | 591 | None |
| | Allbritton Communications - General Advisory (News Ch 8) (D020686) | - | 111 | - | NA Lev Fin |
| | AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) | - | 3,670 | - | EUR TELE, NA TELE |
| | Aurora Communications - general advisory (D012858) | - | 1,032 | - | None |
| | Echostar - acqn advisory and financing (GM - HE) (D014601) | - | (145) | - | NA Lev Fin |
| | Echostar - General Advisory (Vivendi) (D018541) | - | 8,886 | - | None |
| | Ennals Communications - general advisory (Project Football) / Football (D026447) | 96 | 96 | - | None |
| | Landmark Communications - general advisory(Retainer 2001-02) (D014724) | - | 203 | - | None |
| | Liberty Media - Acqn opportunities in Europe (D016262) | - | 244 | - | EUR SPON, EUR TELE |
| | Pinnacle Holdings - general advisory (2001) (D010190) | 960 | 960 | - | NA Lev Fin |
| | Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401) | - | 1,524 | - | EUR TECH |
| | Spectrasite Holdings - Fairness Opinion (SBC) (D022702) | - | 533 | - | NA FIN SPO |
| | SuperRadio - general advisory (D000577) | - | 297 | - | None |
| | TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1, (D014121) | - | 1,578 | - | EUR TELE, ITALY, LA |
| | TMP Worldwide - Project University / University 1 (D013407) | - | 3,408 | - | None |
| | Tribune Co - general advisory (radio assets) (D002234) | - | 1,086 | - | None |
| | TV Globo - Project Waves / Waves ... (D013628) | - | 89 | - | LA |
| | Total M&A | 1,056 | 23,370 | 591 | |
| | Total Advisory | 1,056 | 23,370 | 591 | |
| | Adelphia Communications - HY Offering (2Q 01) (D013200) | - | 68 | - | NA TELE |
| | Allbritton Communications - HY (4Q 02) (D020408) | 2,573 | 2,573 | - | NA Lev Fin |
| | AMC Entertainment - acq financing for General Cinema (D013398) | - | 462 | - | NA FIN SPO |
| | Carlyle/Welsh- acq fncg for Qwest Dex East (Phase 1) / Phase 1 (D023503) | - | 4,766 | - | NA FIN SPO, NA Lev Fin |
| | Echostar - HY offering (Hughes Electronics) (D016727) | - | (538) | - | NA Lev Fin |
| | Entertainment Communications - HY offering (1Q 02) (D020888) | - | 1,152 | - | NA Lev Fin |
| | Galaxy Latin America - HY bond offering (1Q 01) (D0202033) | - | 1,506 | - | LA |
| | Gray Television - HY offering (4Q 02) (D025884) | 45 | 431 | - | NA Lev Fin |
| | Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) | - | 5,480 | - | NA FIN SPO, NA Lev Fin |
| | NextMedia Group - HY offering (2Q 01) (D013233) | - | (89) | - | None |
| | Radio One - HY offering (2Q 01) (D012201) | - | (6) | - | None |
| | RH Donnelley - acq financing for Sprint Yellow Pages (D025434) | - | - | 7,566 | NA Lev Fin |
| | Salem Communications - HY offering (4Q 02) (D027241) | 106 | 106 | - | None |
| | Sinclair Broadcast Group - HY offering (4Q 02) (D026013) | 307 | 551 | - | None |
| | Sinclair Broadcasting - HY offering (1Q 02) (D021370) | - | 536 | - | None |
| | Sinclair Broadcasting - HY offering (4Q 01) (D016235) | - | 1,206 | - | None |
| | Young Broadcasting - HY Offering (4Q 01) (D014961) | - | 527 | - | None |
| | Total HYCM | 3,031 | 18,730 | 7,566 | |
| | Carlyle/Welsh- acq fncg for Qwest Dex East (Phase 1) / Phase 1 (D023503) | - | 2,860 | - | NA FIN SPO, NA Lev Fin |
| | Gray Television - bank/equity financing (4Q 02) (D022657) | - | 1,297 | - | NA Lev Fin |
| | Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) | - | 5,960 | - | NA FIN SPO, NA Lev Fin |
| | Kerasotes Theaters - Bank Financing (3Q 02) (D021255) | - | 659 | - | None |
| | Loews Cineplex Entertainment - exit financing (1Q 02) (D016576) | - | 1,930 | - | NA FIN SPO, NA Lev Fin |
| | Vivendi Universal Entertainment - Refinancing (D025558) | - | 1,125 | - | EUR SPON, EUR MEDIA |
| | Total Leverage Loan Fees | - | 13,832 | - | |

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
NA MEDIA

| PRODUCT | DEAL | Franchise Revenue Dec | Franchise Revenue YTD(Dec) | Franchise Revenue Jan | Other Coverage Groups |
|--|--|-----------------------------|----------------------------------|-----------------------------|-----------------------------|
| Total Debt Products | | | | | |
| | | 3,031 | 32,562 | 7,566 | |
| | Cumulus Media - secondary offering (2Q 02) (D022916) | - | 5,134 | - | None |
| | Digital River - block trade (4Q 01) (D016304) | - | 85 | - | None |
| | Ermis Communications - Block Trade (2Q 02) (D021959) | - | 2,206 | - | None |
| | Entercom Communications - secondary offering (1Q 02) (D020128) | - | 4,553 | - | None |
| | Gray Television - bank/equity financing (4Q 02) (D022657) | - | 5,287 | - | NA Lev Fin |
| | Ikon Office Solutions - convertible offering (2Q 02) (D020657) | - | 5,025 | - | None |
| | Internet Capital Group - IPO (D990806) | - | 296 | - | EUR TECH, NA CON |
| | Leap Frog Enterprises - IPO financing (D016309) | - | 688 | - | NA CON, NA FIN SPO |
| | LIN Television - IPO (D020127) | - | 10,033 | - | NA FIN SPO |
| | MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494) | 126 | (4,595) | - | CHINA, NA FIN SPO, ASIA SPO |
| | MediaNation - Sponsoring Agreement (D027084) | - | 65 | - | ASIA SPO, CHINA, NA FIN SPO |
| | Radio One - Secondary Offering (2Q 02) (D021881) | - | 917 | - | None |
| | XM Satellite Radio - secondary offering (2Q 02) (D022418) | - | 761 | - | NA FIN SPO |
| Total Equity Underwriting | | | | | |
| | | 126 | 30,454 | - | |
| | iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590) | - | (0) | - | None |
| | iBeam mtrn (M1574) | - | (1) | - | None |
| | iBiquity Digital - Private Placement (Q2 02) (D013707) | - | 749 | - | NA P PLMT |
| | SONICblue - equity private placement (2Q 02) (D021165) | - | 160 | - | NA P PLMT |
| Total Private Placement-Equity | | | | | |
| | | - | 908 | - | |
| Total Equity | | | | | |
| | | 126 | 31,362 | - | |
| | AOL Time Warner inc. - IG Bond. (M3404) | - | 141 | - | None |
| | Plitney Bowes - IG offering (3Q 02) (D028114) | - | 845 | - | None |
| | Scholastic Corp - IG offering (1Q 02) (D020146) | - | 133 | - | None |
| | Viacom - IG offering (3Q 02) (D029676) | - | 657 | - | None |
| | Walt Disney - \$450mn - IG Bond (D024828) | - | 86 | - | None |
| | Walt Disney - IG Bond (M3182) | - | 995 | - | None |
| Total GM DCM JV | | | | | |
| | | - | 2,856 | - | |
| | AOL Time Warner - Strategic Lending Contract (M4545) | (17) | (105) | - | None |
| | Comcast Cable - Strategic Lending Contract (M2222) | - | (355) | - | None |
| | Infinity Broadcasting - Strategic Lending Contract (M2221) | (56) | (739) | - | None |
| Total Principal Investing / PE Exceptions / Other | | | | | |
| | | (73) | (1,199) | - | |
| Total Legacy Portfolios / Gross Selling / Other | | | | | |
| | | (73) | 1,657 | - | |
| Total Corporate Finance Product | | | | | |
| | | 4,140 | 88,952 | 8,157 | |

CONFIDENTIAL

DB 000608

FRANCHISE - PIPELINE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
NA MEDIA

| | | Franchise Value | | | | | | Franchise Revenue Total | Probability Weighted Pipeline |
|---------|--|-----------------|--------|-----|--------|-------|-------------------------|-------------------------------|-------------------------------------|
| PRODUCT | DEAL | PROBABILITY | Jan | Feb | Mar | Apr | Balance Of Year 2003 | | |
| | | | | | | | | | |
| | Acme Communications - general advisory (D006366) | 75 | - | - | - | 355 | - | 355 | 266 |
| | BusinessWire - general advisory (D005885) | 25 | - | - | - | - | 4,256 | 4,256 | 1,064 |
| | Ernnis Communications - acq of Fisher Communications (D027038) | 25 | - | - | - | - | 3,310 | 3,310 | 828 |
| | Ernnis Communications - general advisory (Project Football) / Football (D026447) | 0 | - | - | - | - | 11,490 | 11,490 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 0 | - | - | - | - | 9,457 | 9,457 | - |
| | Young Broadcasting - general advisory (Kron Station) (D025304) | 0 | - | - | - | - | 2,837 | 2,837 | - |
| | Total M&A | | - | - | - | 355 | 31,350 | 31,705 | 2,167 |
| | Total Advisory | | - | - | - | 355 | 31,350 | 31,705 | 2,167 |
| | Albritton Communications - acq financing for Fisher Commun (D027037) | 25 | - | - | 2,317 | - | - | 2,317 | 579 |
| | CarlyleWelsh - acq fneg for Qwest Dex West(Phase II) / Phase 2 (D025662) | 25 | - | - | - | - | 6,998 | 6,998 | 1,750 |
| | DirectTV USA - bridge financing (4Q 02) (D020076) | 25 | - | - | - | 3,310 | - | 3,310 | 828 |
| | Total HYCM | | - | - | 2,317 | 3,310 | 6,998 | 12,625 | 3,166 |
| | CarlyleWelsh - acq fneg for Qwest Dex West(Phase II) / Phase 2 (D025662) | 25 | - | - | 5,674 | - | - | 5,674 | 1,419 |
| | Comcast - acq fneg for AT&T Broadband (participant bank) (D020813) | 50 | - | - | 1,702 | - | - | 1,702 | 851 |
| | DirectTV USA - bridge financing (4Q 02) (D020076) | 50 | - | - | 17,779 | - | - | 17,779 | 8,890 |
| | Echostar - acqn advisory and financing (GM - HE) (D014601) | 50 | 32,722 | - | - | - | - | 32,722 | 16,361 |
| | RH Donnelley - acq financing for Sprint Yellow Pages (D025434) | 100 | 5,201 | - | - | - | - | 5,201 | 5,201 |
| | Sinclair Broadcasting - bank financing (3Q 02) (D021892) | 0 | - | - | 2,837 | - | - | 2,837 | - |
| | Vivendi Universal Entertainment - Refinancing (D025558) | 75 | - | - | 1,000 | - | - | 1,000 | 750 |
| | Total Leverage Loan Fees | | 37,923 | - | 28,993 | - | - | 66,916 | 33,472 |
| | Total Debt Products | | 37,923 | - | 31,310 | 3,310 | 6,998 | 79,542 | 38,628 |
| | AOL Time Warner - convertible offering (3Q 02) (D024044) | 0 | - | - | 9,457 | - | - | 9,457 | - |
| | Citadel Broadcasting - IPO (D023066) | 0 | - | - | 2,837 | - | - | 2,837 | - |
| | MediaNation - Sponsoring Agreement (D027084) | 75 | - | - | - | - | 61 | 121 | 91 |
| | Salem Communications - secondary offering (3Q 02) (D024428) | 0 | - | - | 1,182 | - | - | 1,182 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 25 | 9,457 | - | - | - | - | 9,457 | 2,364 |
| | Total Equity Underwriting | | 9,457 | - | 13,476 | - | 61 | 23,055 | 2,455 |
| | Total Equity | | 9,457 | - | 13,476 | - | 61 | 23,055 | 2,455 |
| | Total Corporate Finance Product | | 47,380 | - | 44,787 | 3,665 | 38,409 | 134,302 | 41,241 |

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DB 000609

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2003-01-15 (Wed)
EUROS IN 000'S
NA Media

| DEAL | PRODUCT | PROB | DEC FRANCHISE VALUE | YTD DEC FRANCHISE VALUE | JAN FRANCHISE VALUE | 2003 FRANCHISE PIPELINE | FRANCHISE FUTURE PIPELINE |
|---|------------------------------|------|---------------------------|-------------------------------|---------------------------|-------------------------------|---------------------------------|
| BANKER Amir ng, Jeffrey | | | | | | | |
| Aurora Communications - general advisory (D012858) | Divestiture Advisory | N/A | - | 1,032 | - | - | - |
| Citadel Broadcasting - IPO (D023066) | Equity-IPO | 0% | - | - | - | 2,837 | - |
| Cumulus Media - secondary offering (2Q 02) (D022816) | Equity-Secondary | N/A | - | 5,134 | - | - | - |
| DirectTV USA - bridge financing (4Q 02) (D020076) | Bonds-Corporate High Yield | 25% | - | - | - | 3,310 | - |
| DirecTV USA - bridge financing (4Q 02) (D020076) | Senior Bank Debt | 50% | - | - | - | 17,779 | - |
| EchoStar - General Advisory (Vivendi) (D016841) | Other M&A Advisory | N/A | - | 8,686 | - | - | - |
| EchoStar - HY offering (Hughes Electronics) (D016727) | Bonds-Corporate High Yield | N/A | - | (336) | - | - | - |
| EchoStar - acq advisory and financing (GM - HE) (D014601) | Acquisition Advisory | N/A | - | (145) | - | - | - |
| EchoStar - acq advisory and financing (GM - HE) (D014601) | Bridge Loans | 50% | - | 2,206 | - | 32,722 | - |
| Emmis Communications - Block Trade (2Q 02) (D021959) | Block Trade | N/A | - | - | - | 3,310 | - |
| Emmis Communications - acq of Fisher Communications (D027038) | Acquisition Advisory | 25% | - | - | - | 11,480 | - |
| Emmis Communications - general advisory (Project Football) / Football (D026447) | Acquisition Advisory | 0% | - | - | - | - | - |
| Emmis Communications - general advisory (Project Football) / Football (D026447) | Acquisition Advisory | N/A | 98 | 96 | - | - | - |
| Entercom Communications - HY offering (1Q 02) (D020888) | Bonds-Corporate High Yield | N/A | - | 1,152 | - | - | - |
| Entercom Communications - secondary offering (1Q 02) (D020128) | Equity-Secondary | N/A | - | 4,553 | - | - | - |
| Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) | Bonds-Corporate High Yield | N/A | - | 5,480 | - | - | - |
| Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) | Senior Bank Debt | N/A | - | 5,960 | - | - | - |
| MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494) | Equity-IPO | 75% | 126 | (4,595) | - | 61 | 61 |
| MediaNation - Sponsoring Agreement (D027084) | Equity-IPO | N/A | - | 65 | - | - | - |
| MediaNation - Sponsoring Agreement (D027084) | Equity-IPO | N/A | - | (6) | - | - | - |
| Radio One - HY offering (2Q 01) (D012201) | Bonds-Corporate High Yield | N/A | - | 917 | - | - | - |
| Radio One - Secondary Offering (2Q 02) (D021881) | Equity-Secondary | N/A | - | 917 | - | - | - |
| Sinclair Broadcast Group - HY offering (4Q 02) (D026013) | Bonds-Corporate High Yield | N/A | 307 | 551 | - | - | - |
| Sinclair Broadcasting - HY offering (4Q 01) (D016235) | Bonds-Corporate High Yield | N/A | - | 1,208 | - | - | - |
| Sinclair Broadcasting - bank financing (3Q 02) (D021892) | Senior Bank Debt | 0% | - | - | - | 2,837 | - |
| SuperRadio - general advisory (D005377) | Divestiture Advisory | N/A | - | 287 | - | - | - |
| Viacom - IG offering (3Q 02) (D025876) | Bonds-Corp. Investment Grade | N/A | - | 657 | - | - | - |
| Vivendi Universal Entertainment - Refinancing (D025558) | Bridge Loans | 75% | - | 1,125 | - | 1,000 | - |
| Vivendi Universal Entertainment - Refinancing (D025558) | Bridge Loans | N/A | - | 749 | - | - | - |
| WBQ Digital - Private Placement (Q2 02) (D013707) | Private Placement-Equity | N/A | - | - | - | - | - |
| Caray, Charles | | | | | | | |
| Aurora Communications - general advisory (D012858) | Divestiture Advisory | N/A | - | 1,032 | - | - | - |
| Carlyle/Walsh - acq Incg for Qwest West(Phase II) / Phase 2 (D025662) | Bonds-Corporate High Yield | 25% | - | - | - | 6,098 | - |
| Carlyle/Walsh - acq Incg for Qwest West(Phase II) / Phase 2 (D025662) | Senior Bank Debt | 25% | - | - | - | 5,674 | - |
| Carlyle/Walsh - acq Incg for Qwest West(Phase II) / Phase 2 (D025662) | Bonds-Corporate High Yield | N/A | - | 4,768 | - | - | - |
| Carlyle/Walsh - acq Incg for Qwest West(Phase II) / Phase 2 (D025662) | Senior Bank Debt | N/A | - | 2,860 | - | - | - |
| Citadel Broadcasting - IPO (D023066) | Equity-IPO | 0% | - | - | - | 2,837 | - |
| Cumulus Media - secondary offering (2Q 02) (D022916) | Equity-Secondary | N/A | - | 5,134 | - | 11,480 | - |
| Emmis Communications - general advisory (Project Football) / Football (D026447) | Acquisition Advisory | 0% | - | - | - | - | - |
| Emmis Communications - general advisory (Project Football) / Football (D026447) | Acquisition Advisory | N/A | 96 | 96 | - | - | - |
| Entercom Communications - HY offering (1Q 02) (D020688) | Bonds-Corporate High Yield | N/A | - | 1,152 | - | - | - |
| Entercom Communications - secondary offering (1Q 02) (D020128) | Equity-Secondary | N/A | - | 4,553 | - | - | - |
| Leap Frog Enterprises - IPO financing (D016309) | Equity-IPO | N/A | 126 | (4,595) | - | - | - |
| MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494) | Equity-IPO | 75% | - | - | - | 61 | 61 |
| MediaNation - Sponsoring Agreement (D027084) | Equity-IPO | N/A | - | 65 | - | - | - |
| MediaNation - Sponsoring Agreement (D027084) | Equity-IPO | N/A | - | (8) | - | - | - |
| NextMedia Group - HY offering (2Q 01) (D013233) | Bonds-Corporate High Yield | N/A | - | - | - | - | - |
| RH Donnelley - acq financing for Sprint Yellow Pages (D025434) | Senior Bank Debt | 100% | - | - | 7,566 | - | - |
| Radio One - Secondary Offering (2Q 02) (D021881) | Equity-Secondary | N/A | - | 917 | - | - | - |
| Sinclair Broadcasting - HY offering (4Q 01) (D016235) | Bonds-Corporate High Yield | N/A | - | 1,206 | - | - | - |
| Sinclair Broadcasting - HY offering (1Q 02) (D021370) | Bonds-Corporate High Yield | N/A | - | 536 | - | - | - |
| Sinclair Broadcasting - bank financing (3Q 02) (D021892) | Senior Bank Debt | 0% | - | - | - | 2,837 | - |
| SuperRadio - general advisory (D005377) | Divestiture Advisory | N/A | - | 287 | - | - | - |
| Viacom - IG offering (3Q 02) (D025876) | Bonds-Corp. Investment Grade | N/A | - | 657 | - | - | - |
| Graues, Daniel B. | | | | | | | |
| Adelphia Communications - HY offering (2Q 01) (D013200) | Bonds-Corporate High Yield | N/A | - | 88 | - | - | - |
| Albion Communications - General Advisory (News Ch 8) (D020686) | Fairness Opinion | N/A | - | 111 | - | - | - |
| Albion Communications - HY (4Q 02) (D020406) | Bonds-Corporate High Yield | N/A | 2,573 | 2,573 | - | - | - |
| Albion Communications - acq financing for Fisher Commun (D027037) | Bonds-Corporate High Yield | 25% | - | - | - | 2,317 | - |

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DB 000610

FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2003-01-15 (Wed)
EUROS IN 000'S
NA Media

| BANKER | DEAL | PROB | DEC FRANCHISE VALUE | YTD DEC FRANCHISE VALUE | JAN FRANCHISE VALUE | 2003 FRANCHISE PIPELINE | FRANCHISE FUTURE PIPELINE |
|---------------------|---|------|---------------------------|-------------------------------|---------------------------|-------------------------------|---------------------------------|
| Morris, J L Malcolm | Gaylord Entertainment - Project Worship / Worship (D013177) | N/A | - | 1,621 | - | - | - |
| | Gray Television - HY offering (4Q 02) (D025684) | 45 | - | 431 | - | - | - |
| | Gray Television - bank/equity financing (4Q 02) (D022857) | N/A | - | 5,287 | - | - | - |
| | Gray Television - bank/equity financing (4Q 02) (D022857) | N/A | - | 1,287 | - | - | - |
| | Landmark Communications - general advisory(Retailer 2001-02) (D014724) | N/A | - | 203 | - | - | - |
| | Salem Communications - HY offering (4Q 02) (D027241) | N/A | 106 | 106 | - | 1,182 | - |
| | Salem Communications - secondary offering (3Q 02) (D024428) | 0% | - | - | - | - | - |
| | Tribune Co. - general advisory (radio assets) (D002234) | N/A | - | 1,086 | - | - | - |
| | Xm Satellite Radio - secondary offering (2Q 02) (D022418) | N/A | - | 761 | - | - | - |
| | AOL Time Warner - convertible offering (3Q 02) (D024044) | 0% | - | - | - | 9,457 | - |
| Paul, Gregory R. | Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015859) | N/A | - | 5,480 | - | - | - |
| | Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015859) | N/A | - | 5,860 | - | - | - |
| | Pinnacle Holdings - general advisory (2001) (D010190) | 960 | - | 960 | - | - | - |
| | Specstar Holdings - Fairness Opinion (SBC) (D022702) | N/A | - | 533 | - | - | - |
| | TIM Brazil - Project Eifel/Phase 1, (strategic alliance) / Eifel - 1, (D014121) | N/A | - | 1,578 | - | - | - |
| | TV Globo - Project Waves / Waves ... (D013828) | N/A | - | 89 | - | - | - |
| | AMC Entertainment - acq financing for General Cinema (D013398) | N/A | - | 482 | - | - | - |
| | Acme Communications - general advisory (D006366) | 75% | - | - | 591 | 355 | - |
| | Acme Communications - general advisory (D006366) | N/A | - | - | - | - | - |
| | Galaxy Latin America - HY bond offering (1Q 01) (D002033) | N/A | - | 1,505 | - | - | - |
| Silver, Ellen L. | Kerasotes Theaters - Bank Financing (3Q 02) (D021256) | N/A | - | 659 | - | - | - |
| | LIN Television - IPO (D020127) | N/A | - | 10,033 | - | - | - |
| | Loews Cineplex Entertainment - exit financing (1Q 02) (D016576) | N/A | - | 1,930 | - | - | - |
| | Young Broadcasting - HY Offering (4Q 01) (D014951) | N/A | - | 527 | - | - | - |
| | Young Broadcasting - general advisory (Kron Station) (D025304) | 0% | - | - | - | 2,837 | - |
| | Karasotes Theaters - Bank Financing (3Q 02) (D021255) | N/A | - | 659 | - | - | - |
| | Loews Cineplex Entertainment - exit financing (1Q 02) (D016576) | N/A | - | 1,930 | - | - | - |
| | Young Broadcasting - HY Offering (4Q 01) (D014951) | N/A | - | 527 | - | - | - |
| | AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328) | N/A | - | 3,870 | - | - | - |
| | BusinessWire - general advisory (D005685) | 25% | - | - | - | 4,256 | - |
| Triffo, Dyan | Comcast - acq finc for AT&T Broadband (participant bank) (D020813) | 50% | - | - | - | 1,702 | - |
| | Digital River - block trade (4Q 01) (D018304) | N/A | - | 85 | - | - | - |
| | Liberty Media - Acq opportunities in Europe (D016282) | N/A | - | 244 | - | - | - |
| | TMP Worldwide - Project University / University 1 (D013407) | N/A | - | 3,408 | - | - | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 25% | - | - | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 0% | - | - | - | 9,457 | - |
| | Walt Disney - \$450mm - IG Bond (D024828) | N/A | - | 86 | - | - | - |
| | AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328) | N/A | - | 3,870 | - | - | - |
| | Comcast - acq finc for AT&T Broadband (participant bank) (D020813) | 50% | - | - | - | 1,702 | - |
| | Icon Office Solutions - convertible offering (2Q 02) (D020857) | N/A | - | 5,025 | - | - | - |
| Yung, Sun J. | Piney Bowes - IG offering (3Q 02) (D026114) | N/A | - | 845 | - | - | - |
| | SONICblue - equity private placement (2Q 02) (D021166) | N/A | - | 160 | - | - | - |
| | Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401) | N/A | - | 1,524 | - | - | - |

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DB 000611

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 15-JAN-2003
EUROS IN 000'S
EUROPE MEDIA (1)

| PRODUCT | Dec Franchise Revenue | YTD(Dec) Franchise Revenue | Prior YTD Franchise Revenue | BIW PRIOR YTD Franchise Revenue | Jan Franchise Revenue | Balance Of Current Year Thru 12/31 Pipeline | Est Of Cur Year Probability Weighted Pipeline | 2003 Full Year Forecast | 2002 Full Year Plan | BIW 2002 Full Year Plan | Future Year Pipeline(2) | Future Year Pipeline Probability Weighted(2) |
|---|-----------------------|----------------------------|-----------------------------|---------------------------------|-----------------------|---|---|-------------------------|---------------------|-------------------------|-------------------------|--|
| M&A | 410 | 8,555 | 18,347 | (9,793) | - | 59,171 | 8,547 | 17,102 | 28,920 | (20,365) | - | - |
| Other Advisory | - | - | - | (9,793) | - | 59,171 | 8,547 | 17,102 | 28,920 | (20,365) | - | - |
| Total Advisory | 410 | 8,555 | 18,347 | (9,793) | - | 59,171 | 8,547 | 17,102 | 28,920 | (20,365) | - | - |
| ABL Origination | - | - | - | - | - | - | - | - | - | - | - | - |
| HYCM | - | 7,282 | 2,492 | 4,770 | - | 3,668 | 1,844 | 9,106 | 8,265 | (1,003) | - | - |
| Leverage Loan Fees | - | 5,281 | 11,231 | (5,970) | - | 4,783 | 2,641 | 7,902 | 8,260 | (2,999) | - | - |
| Project Finance | - | - | - | - | - | - | - | - | - | - | - | - |
| Leveraged Portfolio Revenue | - | - | - | - | - | - | - | - | - | - | - | - |
| Real Estate Investment Banking | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Debt Products | - | 12,523 | 13,722 | (1,200) | - | 8,471 | 4,486 | 17,008 | 16,525 | (4,002) | - | - |
| Equity Underwriting | - | - | - | - | - | - | - | - | - | - | - | - |
| Private Placement-Equity | 1 | 26,103 | 20,885 | 5,238 | - | 44,957 | 10,239 | 36,342 | - | 26,103 | - | - |
| Structured Equity Transactions Group | - | - | 162 | (162) | - | - | - | - | - | - | - | - |
| Total Equity | 1 | 26,103 | 21,027 | 5,076 | - | 44,957 | 10,239 | 36,342 | 28,920 | (2,817) | - | - |
| Capital Benefit / Treasury Allocation | - | - | - | - | - | - | - | - | - | - | - | - |
| Other Global Markets | - | - | 900 | (900) | - | - | - | - | - | - | - | - |
| GM LCM JV | - | - | 15,705 | (15,705) | - | - | - | - | - | - | - | - |
| Legacy PF / Telecom / LA Portfolio - NIM | - | - | - | - | - | - | - | - | - | - | - | - |
| Principal Investing / PE Exceptions / Other | - | 4,191 | - | - | - | - | - | - | - | - | - | - |
| Total Legacy Portfolios / Cross Selling / Other | - | 4,191 | 16,605 | (12,414) | - | - | - | 4,191 | 8,265 | (4,074) | - | - |
| Total Corporate Finance Product | 411 | 51,371 | 89,701 | (18,331) | - | 112,599 | 23,272 | 74,643 | 82,630 | (31,259) | - | - |

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
2) Balance of Pipeline includes all future years

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
EUROPE-MEDIA

| PRODUCT | DEAL | Franchise Revenue Dec | Franchise Revenue YTD(Dec) | Franchise Revenue Jan | Other Coverage Groups |
|--|---|-----------------------------|----------------------------------|-----------------------------|-----------------------|
| | Bertelsmann - Project Rock / Rock.. (D014619) | - | 2,010 | - | None |
| | Fininvest - (Focus) / Focus (ex-Slimfast) (D016069) | 250 | 500 | - | ITALY |
| | Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840) | - | 2,367 | - | EUR TECH, Rus.&Turk. |
| | Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714) | (12) | 77 | - | Oth. Eur., PORTUGAL |
| | JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235) | - | 30 | - | EUR TECH, FRANCE |
| | Johnston Press - Acqn advisory for RIM / Pacific. (D014213) | - | 2,188 | - | UK |
| | ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982) | - | 750 | - | EUR TECH |
| | StoryFirst - valuation of Russian assets (D025060) | - | 352 | - | None |
| | Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841) | 172 | 172 | - | EUR SPON, UK |
| | TPI - Project Zamora (Latin American Acquisitions) / Zamora.. (D993871) | - | 110 | - | IBERIA |
| Total M&A | | 410 | 8,555 | - | |
| Total Advisory | | 410 | 8,555 | - | |
| | ProSieben - HY and debt refinancing (D022609) | - | 5,333 | - | EUR SPON |
| | Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465) | - | 1,929 | - | EUR SPON |
| Total HYCM | | - | 7,262 | - | |
| | Johnston Press - £680mm debt financing for RIM acquisition / Jupiter.. (D014834) | - | 1,980 | - | EUR SPON, UK |
| | ProSieben - HY and debt refinancing (D022609) | - | 1,712 | - | EUR SPON, GERMANY |
| | TF1 - EUR 350mm refinancing - July 2002 (D022100) | - | 151 | - | None |
| | Vivendi Universal Entertainment - Refinancing (D025558) | - | 1,125 | - | EUR SPON, NA MEDIA |
| | Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465) | - | 292 | - | EUR SPON |
| Total Leverage Loan Fees | | - | 5,261 | - | |
| Total Debt Products | | - | 12,523 | - | |
| | JCDecaux - IPO (project Fox) / Fox (D004897) | - | (1,629) | - | None |
| | Johnston Press - rights issue for acqn of RIM (D022644) | - | 1,649 | - | UK |
| | Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091) | - | 3,747 | - | FRANCE |
| | Vivendi Universal - mandatory convertible bond (D026623) | 1 | 22,335 | - | FRANCE |
| Total Equity Underwriting | | 1 | 26,103 | - | |
| Total Equity | | 1 | 26,103 | - | |
| | Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640) | - | 4,191 | - | None |
| Total Principal Investing / PE Exceptions / Other | | - | 4,191 | - | |
| Total Legacy Portfolios / Cross Selling / Other | | - | 4,191 | - | |
| Total Corporate Finance Product | | 411 | 51,371 | - | |

FRANCHISE - PIPELINE BY DEAL
AS OF: 15-JAN-2003
EUROS IN 000'S
EUROPE MEDIA

| Franchise Value | | | | | | | | | | | |
|---|---|--|-------|-------|--------|-------|-------------------------|--------------|-------------------------------|-------------------------------------|-------|
| PRODUCT | DEAL | PROBABILITY | Jan | Feb | Mar | Apr | Balance Of Year 2003 | Future Years | Franchise Revenue Total | Probability Weighted Pipeline | |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 100 | 1,135 | - | - | - | - | (1,135) | 1,135 | 1,135 | |
| | BC Partners - acqn of BertelsmannSpringer (Chess) / Chess ** (D024783) | 0 | - | - | - | 5,000 | - | (5,000) | 5,000 | - | |
| | Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015359) | 25 | - | 2,000 | - | - | - | (2,000) | 2,000 | 500 | |
| | Deutsche Telekom - Sale options for 16% stake in SES (D011449) | 0 | - | - | - | - | 6,000 | - | 6,000 | - | |
| | Digiturk - sell-side advisory (D025150) | 25 | - | - | 3,000 | - | - | (3,000) | 3,000 | 750 | |
| | Digiturk - sell-side advisory (D025150) | 100 | - | - | 100 | - | - | (100) | 100 | 100 | |
| | Flininvest - (Focus) / Focus (ex-Slimfast) (D010069) | 75 | - | 250 | - | - | - | (250) | 250 | 188 | |
| | JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235) | 25 | - | - | - | - | 4,500 | - | 4,500 | 1,125 | |
| | Pearson plc - strategic advisory re Interactive Data Corp (D025866) | 0 | - | - | - | - | 4,729 | - | 4,729 | - | |
| | ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912) | 25 | - | - | - | 5,000 | - | (5,000) | 5,000 | 1,250 | |
| | Reuters - strategic advisory re 53% stake in Tibco (D026062) | 0 | - | - | - | - | 4,000 | - | 4,000 | - | |
| | Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872) | 25 | - | - | - | - | 4,000 | - | 4,000 | 1,000 | |
| | Vivendi Universal - disposal of US stakes (D025431) | 0 | - | - | - | - | 9,457 | - | 9,457 | - | |
| | Vivendi- Canal Plus French assets M&A/ECM (ex-Technologies) / Cantabill (D025296) | 25 | - | - | 10,000 | - | - | (10,000) | 10,000 | 2,500 | |
| | Total M&A | | 1,135 | 2,250 | 18,100 | 5,000 | 32,686 | (26,485) | 59,171 | 8,647 | |
| | Total Advisory | | 1,135 | 2,250 | 18,100 | 5,000 | 32,686 | (26,485) | 59,171 | 8,647 | |
| | | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 50 | - | 3,688 | - | - | - | (3,688) | 3,688 | 1,844 |
| | | Total HYCM | | - | 3,688 | - | - | - | (3,688) | 3,688 | 1,844 |
| | | | | | | | | | | | |
| | | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 50 | - | 3,783 | - | - | - | (3,783) | 3,783 | 1,891 |
| Vivendi Universal Entertainment - Refinancing (D025558) | | 75 | - | - | 1,000 | - | - | (1,000) | 1,000 | 750 | |
| Total Leverage Loan Fees | | | - | 3,783 | 1,000 | - | - | (4,783) | 4,783 | 2,641 | |
| | Total Debt Products | | - | 7,471 | 1,000 | - | - | (8,471) | 8,471 | 4,486 | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480) | 0 | - | - | - | - | 15,000 | - | 15,000 | - | |
| | BSkyB - GBP 200 million convertible bond (D020296) | 75 | - | - | 2,500 | - | - | (2,500) | 2,500 | 1,875 | |
| | SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535) | 75 | - | - | - | - | 8,000 | - | 8,000 | 6,000 | |
| | Texas Pacific Group - IPO (Hunter) / Hunter * (D022792) | 0 | - | - | - | - | 10,000 | - | 10,000 | - | |
| | Vivendi Universal - disposal of US stakes (D025431) | 25 | 9,457 | - | - | - | - | (9,457) | 9,457 | 2,364 | |
| | Total Equity Underwriting | | 9,457 | - | 2,500 | - | 33,000 | (11,957) | 44,957 | 10,239 | |
| | | | 9,457 | - | 2,500 | - | 33,000 | (11,957) | 44,957 | 10,239 | |
| | Total Equity | | 9,457 | - | 2,500 | - | 33,000 | (11,957) | 44,957 | 10,239 | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |

CONFIDENTIAL

DB 000614

FRANCHISE - REVENUE & PIPELINE BY IND & DIR
2003-01-15 (Wed)
EUROS IN 000'S
Europe Media

| BANKER | DEAL | PROB | DEC FRANCHISE VALUE | YTD DEC FRANCHISE VALUE | JAN FRANCHISE VALUE | 2003 FRANCHISE PIPELINE | FRANCHISE FUTURE PIPELINE |
|--------------------|---|------|---------------------------|-------------------------------|---------------------------|-------------------------------|---------------------------------|
| Austin, Geoffrey | BC Partners - acqn of BertelsmannSpringer (Chess) / Chess ** (D024783) | 0% | - | - | - | 5,000 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 100% | - | - | - | 1,135 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 50% | - | - | - | 3,668 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 50% | - | - | - | 3,783 | - |
| | Gazprom - sale of Gazprom Media to Sputnik Group (Asstra) / Asstra * (D013840) | N/A | - | 2,387 | - | - | - |
| | Johnston Press - Acqn advisory for RIM / Pacific (D014213) | N/A | - | 2,188 | - | - | - |
| | Johnston Press - rights issue for acqn of RIM (D022644) | N/A | - | 1,649 | - | - | - |
| | Johnston Press - £680mm debt financing for RIM acquisition / Jupiter- (D014834) | 25% | - | 1,980 | - | 4,000 | - |
| | Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872) | N/A | 172 | - | - | - | - |
| | Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841) | 25% | - | - | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 0% | - | - | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 25% | - | - | - | 10,000 | - |
| | Vivendi - Canal Plus French assets M&A/ECM (ex. Technologies) / Cantabill (D025296) | N/A | - | 1,929 | - | - | - |
| | Yell - US\$40mm financing for acqn of Mcleod Publishing (D020486) | N/A | - | 292 | - | - | - |
| | Yell - US\$40mm financing for acqn of Mcleod Publishing (D020486) | 0% | - | - | - | 15,000 | - |
| | Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480) | 0% | - | - | - | 5,000 | - |
| | BC Partners - acqn of BertelsmannSpringer (Chess) / Chess ** (D024783) | 75% | - | - | - | 2,500 | - |
| | BSKYB - GAP 200 million convertible bond (D020296) | 100% | - | - | - | 1,135 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 50% | - | - | - | 3,668 | - |
| | Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) | 50% | - | - | - | 3,783 | - |
| Lovegrove, Stephen | Bertelsmann - Project Rock / Rock.. (D014619) | N/A | - | 2,010 | - | - | - |
| | Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640) | N/A | - | 4,191 | - | 2,000 | - |
| | Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015359) | 25% | - | - | - | 6,000 | - |
| | Deutsche Telekom - Sale options for 16% stake in SES (D011443) | 100% | - | - | - | 100 | - |
| | Digiturk - self-side advisory (D025150) | 25% | - | - | - | 3,000 | - |
| | Digiturk - self-side advisory (D025150) | N/A | (12) | 77 | - | - | - |
| | Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714) | N/A | - | (1,629) | - | - | - |
| | JCDecaux - IPO (project Fox) / Fox (D004897) | 25% | - | - | - | 4,500 | - |
| | JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235) | N/A | - | 30 | - | - | - |
| | JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235) | 0% | - | - | - | 4,729 | - |
| | Pearson plc - strategic advisory re Interactive Data Corp (D025865) | 25% | - | - | - | 5,000 | - |
| | ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912) | 0% | - | - | - | 4,000 | - |
| | Reuters - strategic advisory re 53% stake in Tibco (D026062) | 75% | - | - | - | 8,000 | - |
| | SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535) | N/A | - | 151 | - | - | - |
| | TFT - EUR 350mm refinancing - July 2002 (D022100) | N/A | - | 110 | - | - | - |
| | TPI - Project Zamora (Latin American Acquisitions) / Zamora.. (D893871) | 25% | - | - | - | 4,000 | - |
| | Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872) | 25% | - | - | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 0% | - | - | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 25% | - | - | - | 10,000 | - |
| | Vivendi - Canal Plus French assets M&A/ECM (ex. Technologies) / Cantabill (D025296) | N/A | (12) | 77 | - | - | - |
| Lovell, Nicholas | Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714) | 0% | - | - | - | 4,729 | - |
| | Pearson plc - strategic advisory re Interactive Data Corp (D025865) | N/A | - | 3,747 | - | - | - |
| | Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091) | 25% | - | - | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 0% | - | - | - | 9,457 | - |
| | Vivendi Universal - disposal of US stakes (D025431) | 25% | - | - | - | 10,000 | - |
| | Vivendi - Canal Plus French assets M&A/ECM (ex. Technologies) / Cantabill (D025296) | N/A | - | 2,010 | - | - | - |
| | Bertelsmann - Project Rock / Rock.. (D014619) | 100% | - | - | - | 100 | - |
| | Digiturk - self-side advisory (D025150) | 25% | - | - | - | 3,000 | - |
| | Digiturk - self-side advisory (D025150) | 75% | - | - | - | 250 | - |
| | Fininvest - (Focus) / Focus (ex-Silmar) (D018069) | N/A | 250 | 500 | - | - | - |
| | Fininvest - (Focus) / Focus (ex-Silmar) (D018069) | N/A | - | 2,367 | - | - | - |
| | Gazprom - sale of Gazprom Media to Sputnik Group (Asstra) / Asstra * (D013840) | N/A | - | 5,333 | - | - | - |
| MacInnes, Bruce | ProSieben - HY and debt refinancing (D022809) | N/A | - | 1,712 | - | - | - |
| | ProSieben - HY and debt refinancing (D022809) | N/A | - | 750 | - | - | - |
| | ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014882) | N/A | - | - | - | - | - |
| | ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912) | 25% | - | - | - | 5,000 | - |

FRANCHISE - REVENUE & PIPELINE BY MD & DIR

2003-01-15 (Wed)

EUROS IN 000'S

Europe Media

| BANKER | DEAL | PROB | DEC FRANCHISE VALUE | YTD DEC FRANCHISE VALUE | JAN FRANCHISE VALUE | 2003 FRANCHISE PIPELINE | FRANCHISE FUTURE PIPELINE |
|----------------------------|--|------|---------------------------|-------------------------------|---------------------------|-------------------------------|---------------------------------|
| Thun-Hohenstein, Christian | StoryFirst - valuation of Russian assets (D025060) | N/A | - | 352 | - | - | - |
| | Texas Pacific Group - IPO (Hunter) / Hunter - (D022762) | 0% | - | - | - | 10,000 | - |
| | Bertelsmann - Project Rock / Rock.. (D014619) | N/A | - | 2,010 | - | - | - |
| | Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023540) | N/A | - | 4,191 | - | - | - |
| | Deutsche Telekom - Sale options for 19% stake in SES (D011449) | 0% | - | - | - | 6,000 | - |
| | Filinvest - (Focus) / Focus (ex-Slimfast) (D016069) | 75% | - | - | - | 280 | - |
| | Filinvest - (Focus) / Focus (ex-Slimfast) (D016069) | N/A | 250 | 500 | - | - | - |
| | Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872) | 25% | - | - | - | 4,000 | - |
| | Vivendi Universal - mandatory convertible bond (D026623) | N/A | 1 | 22,335 | - | - | - |
| | Vivendi Universal Entertainment - Refinancing (D025558) | 75% | - | - | - | 1,000 | - |
| | Vivendi Universal Entertainment - Refinancing (D025558) | N/A | - | 1,125 | - | - | - |
| | Acquisition Advisory | - | - | - | - | - | - |
| | Bridge Loans | - | - | - | - | - | - |

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DB 000616

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 15-JAN-2003
EUROS IN 000'S
ASIA PACIFIC MEDIA (1)

| PRODUCT | Dec Franchise Revenue | YTD(Dec) Franchise Revenue | Prior YTD Franchise Revenue | BAW PRIOR YTD Franchise Revenue | Jan Franchise Revenue | Balance Of Current Year Thru 12/31 Pipeline | Bal Of Cur Year Probability Weighted Pipeline | 2003 Full Year Forecast | 2003 Full Year Plan | BAW 2003 Full Year Plan | Future Year Pipeline Probability Weighted(2) | Future Year Pipeline Probability Weighted(2) |
|---|-----------------------|----------------------------|-----------------------------|---------------------------------|-----------------------|---|---|-------------------------|---------------------|-------------------------|--|--|
| M&A | - | - | - | - | - | - | - | - | - | - | - | - |
| Other Advisory | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Advisory | - | - | - | - | - | - | - | - | - | - | - | - |
| ABL Origination | - | - | - | - | - | - | - | - | - | - | - | - |
| HYCM | - | - | - | - | - | - | - | - | - | - | - | - |
| Leverage Loan Fees | - | - | - | - | - | - | - | - | - | - | - | - |
| Project Finance | - | - | - | - | - | - | - | - | - | - | - | - |
| Leveraged Portfolio Revenue | - | - | - | - | - | - | - | - | - | - | - | - |
| Real Estate Investment Banking | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Debt Products | - | - | - | - | - | - | - | - | - | - | - | - |
| Equity Underwriting | - | - | - | - | - | - | - | - | - | - | - | - |
| Private Placement-Equity | - | - | - | - | - | - | - | - | - | - | - | - |
| Structured Equity Transactions Group | - | - | - | - | - | - | - | - | - | - | - | - |
| Total Equity | - | - | - | - | - | - | - | - | - | - | - | - |
| Capital Benefit / Treasury Allocation | - | - | - | - | - | - | - | - | - | - | - | - |
| Other Global Markets | - | - | - | - | - | - | - | - | - | - | - | - |
| GM DCM JV | - | - | - | - | - | - | - | - | - | - | - | - |
| Legacy PF / Telecom / LA Portfolio - NIM | - | - | - | - | - | - | - | - | - | - | - | - |
| Principal Investing / PE Exceptions / Other | (0) | (1) | - | (1) | - | - | - | (1) | - | (1) | - | - |
| Total Legacy Portfolios / Cross Selling / Other | (0) | (1) | - | (1) | - | - | - | (1) | - | (1) | - | - |
| Total Corporate Finance Product | (0) | (1) | - | (1) | - | - | - | (1) | - | (1) | - | - |

Notes:

- 1: Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2: Balance of Pipeline includes all future years

FRANCHISE - REVENUE BY DEAL
AS OF: 15-JAN-2003
EUROS IN '000'S
ASIA PACIFIC MEDIA

| PRODUCT | DEAL | Franchise Revenue Dec | Franchise Revenue YTD(Dec) | Franchise Revenue Jan | Other Coverage Groups |
|---------|---|-----------------------------|----------------------------------|-----------------------------|--------------------------|
| | Unallocated Event (***) | (0) | (1) | - | None |
| | Total Principal Investing / PE Exceptions / Other | (0) | (1) | - | |
| | Total Legacy Portfolios / Cross Selling / Other | (0) | (1) | - | |
| | Total Corporate Finance Product | (0) | (1) | - | |

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